

2025 LOS ALTOS HILLS 1ST QUARTER REAL ESTATE REVIEW



THE TROYER GROUP

Dear Friends and Los Altos Hills Homeowners:

I am pleased to present you with my *Los Altos Hills Real Estate Review* for the 1st Quarter, 2025 – the most comprehensive and up-to-date report for Los Altos Hills homeowners. This information is designed to help you understand the market trends and property valuations in Los Altos Hills, a town in which I live and have specialized in selling homes for 29 years. The data included in this report is based on sales of single-family homes that were publicly marketed through the Multiple Listing Service (MLS) and does not include homes that were sold off-market in private sales.

Prices in Los Altos Hills **reached record highs** in the 1st quarter with the average price exceeding \$6.2 million for the first time reflecting an increase of 2% compared to 2024. The median price dipped just slightly to \$5,550,000. There were 17 sales; however, the number of new listings was much stronger than in the same quarter last year. Sellers are still reluctant to relinquish their low-interest loans, which continues to affect inventory. Despite the current economic instability (see my Outlook inside), buyers are drawn to Los Altos Hills and it is still a seller's market.

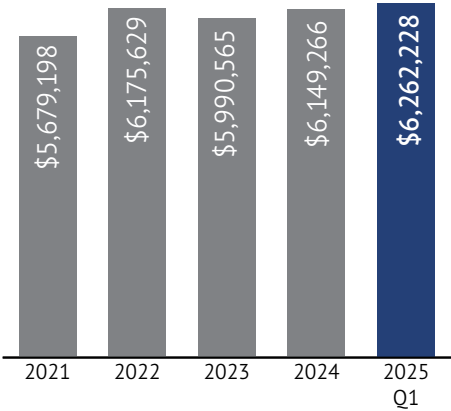
On a personal note, I am honored to once again be the **#1 Realtor Team in Los Altos/Los Altos Hills** and **#25 Large Team in the United States**, per *RealTrends* June 2024. I attribute my success to a passion for selling homes, an in-depth knowledge of this community, and my incredible team members who provide our clients with an unparalleled level of service in this industry.

In today's market, one of the most important things you can do when buying or selling a home is to be represented by an agent with local experience. **Having represented more than 237 buyers and sellers in Los Altos Hills**, I have the experience and knowledge that it takes to successfully sell your home or to find you the perfect home. Please contact me with any questions and for a free market analysis of your home. It would be my pleasure to represent you.

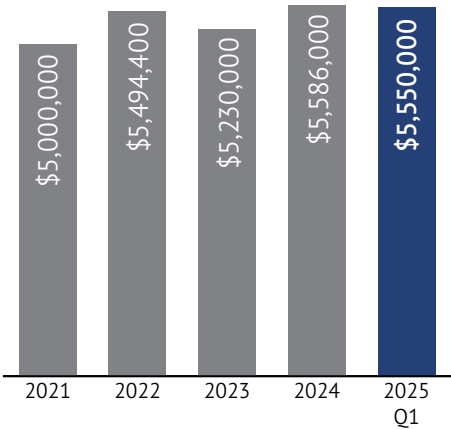
Sincerely,

David Troyer

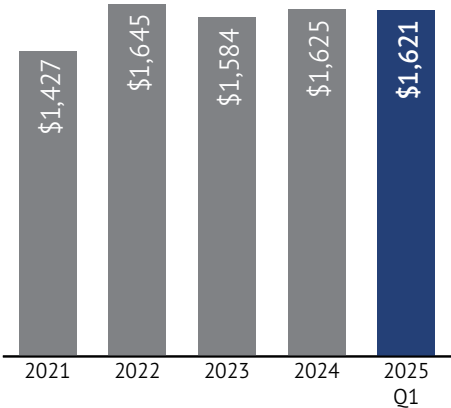
Average Price



Median Price



Price per Sq. Ft.



2025 LOS ALTOS HILLS 1ST QUARTER REAL ESTATE REVIEW

RECAP OF 1ST QUARTER 2025

- Record-high average price
- Average price up 2% compared to 2024
- Median price down slightly
- Only one ultra high-end sale at \$14.3 million
- 5 sales for more than \$7 million
- 53% sold over list price



Los Altos Hills commanded the second highest prices in Silicon Valley through the 1st Quarter 2025.

City	Average \$ through Q1
Atherton	\$11,047,453
Los Altos Hills	\$6,262,228
Los Altos	\$5,940,821
Monte Sereno	\$5,575,789
Woodside	\$5,474,050
Portola Valley	\$5,252,077
Palo Alto	\$5,041,031
Saratoga	\$4,329,178
Menlo Park	\$3,922,384
Los Gatos	\$2,985,180

NUMBER OF SALES

There were just **17 sales** reported through the Multiple Listing Service in the 1st quarter. This compares to 14 sales in the 1st quarter of last year and just 12 sales in the same quarter in 2023. The number of sales is directly related to the **limited number of new listings**. However, the number of new listings increased significantly to 51 compared to only 31 new listings in the 1st quarter of last year.

PRICES

The average price reached a record high in the 1st quarter at \$6,262,228 – a 2% increase compared to last year. The **median price however was down less than 1% to \$5,550,000**. Prices ranged from \$3.74 million to \$14.3 million. The **price per square foot** was down just slightly to \$1,621.

Encouraging was the fact that **9 homes, or 53%, sold for more than list price**, and 3 homes sold for list price. This is a strong indicator of demand.

LENGTH OF TIME TO SELL

Homes sold remarkably quickly with all but 3 selling in less than 2 weeks. The median days on market in the first quarter was just 9, and far better than the median of 16 days last year. The average days on market in the first quarter was only 17.

OUTLOOK

As I reported to you at the beginning of the year in my annual report (find it at DavidTroyer.com/lahreport), I anticipated a more balanced market this year, though with continued price growth. That has been the case in Los Altos Hills, while in neighboring Los Altos, there was an unprecedented increase in prices I did not expect. As this report goes to print, there is a great deal of uncertainty in the financial markets as a result of the President's implementation of tariffs.

While it's too early to gauge the long-term impact, volatility in the stock market, shifts in consumer confidence, and potential increases in the cost of goods could influence buyer behavior in the coming months. However, real estate in Los Altos Hills remains highly sought-after, and limited inventory continues to support strong pricing. Buyers may become more cautious, but the fundamentals of the local market – top schools, a thriving community, and proximity to major tech employers – remain key drivers of demand.

With **only 25 homes listed for sale** (plus 6 being discreetly marketed), **this is an exceptional opportunity to entrust your property sale to The Troyer Group**. Our team boasts a proven track record in preparing homes for sale and an unwavering commitment to securing expected prices or exceeding them. I encourage you to get in touch with me now to review your individual circumstances – as a seller or a buyer. There is never any obligation.

2025 Q1 LOS ALTOS HILLS HOME SALES

ADDRESS	BEDS/BATHS	SQ. FT.	ACRES	LIST PRICE	SALE PRICE	PRICE/SQ. FT.	LIST PRICE VS. SALE PRICE	DOM
24601 Voorhees Dr	5/4.5	7,160	1.29	\$14,000,000	\$14,300,000	\$1,997	102.14%	9
23525 Ravensbury Ave	4/4.5	5,765	1.14	\$6,495,000	\$8,100,000	\$1,405	124.71%	6
13620 Roble Alto Ct	5/4+	5,942	2.68	\$8,000,000	\$7,850,000	\$1,321	98.13%	0
13824 Moon Ln	5/5+	5,652	1.62	\$7,700,000	\$7,700,000	\$1,362	100.00%	12
26989 Beaver Ln	4/3	3,744	1.10	\$7,281,875	\$7,281,875	\$1,945	100.00%	0
26011 Todd Ln	5/2.5	2,891	0.98	\$5,998,000	\$6,350,000	\$2,196	105.87%	13
26645 Altamont Rd	5/4	3,560	0.94	\$4,999,888	\$5,800,000	\$1,629	116.00%	12
14345 Saddle Mountain Dr	5/5.5	5,082	2.40	\$5,495,000	\$5,555,000	\$1,093	101.09%	8
24785 Prospect Ave	6/4	2,659	1.23	\$5,448,000	\$5,550,000	\$2,087	101.87%	2
13601 Paseo Del Roble Dr	5/5.5	3,959	1.07	\$5,780,000	\$5,450,000	\$1,377	94.29%	79
26687 Altamont Rd	6/3.5	3,056	0.98	\$4,595,000	\$5,380,000	\$1,760	117.08%	7
13643 Wildcrest Dr	4/3.5	3,554	1.34	\$5,488,000	\$5,200,000	\$1,463	94.75%	7
10980 Terry Way	3/2.5	2,299	0.97	\$4,995,000	\$5,200,000	\$2,262	104.10%	8
27067 Horseshoe Ln	3/4	3,118	1.04	\$4,800,000	\$4,800,000	\$1,539	100.00%	10
11663 Jessica Ln	5/3	3,933	1.20	\$4,698,000	\$4,251,000	\$1,081	90.49%	15
25603 Fernhill Dr 	3/2.5	2,836	1.90	\$3,498,000	\$3,950,000	\$1,393	112.92%	9
10320 Rolly Rd	4/3	2,277	0.90	\$3,998,000	\$3,740,000	\$1,643	93.55%	89

 Sold by The Troyer Group

Information provided from MLS.

2025 LOS ALTOS HILLS TRENDS SUMMARY

	# Of Sales	High \$	Low \$	Median \$	Average \$	Median Days
2025 Q1	17	\$14,300,000	\$3,740,000	\$5,550,000	\$6,262,228	9
2024	79	\$14,000,000	\$2,900,000	\$5,586,000	\$6,149,266	16
2023	54	\$16,250,019	\$2,530,000	\$5,230,000	\$5,990,565	11
2022	76	\$19,000,000	\$3,100,000	\$5,494,400	\$6,175,629	9
2021	128	\$21,000,000	\$2,750,000	\$5,000,000	\$5,679,198	11
2020	103	\$12,740,000	\$1,575,000	\$4,100,000	\$4,798,836	14
2019	53	\$8,798,800	\$2,400,000	\$4,200,000	\$4,498,349	23
2018	70	\$10,075,000	\$2,450,000	\$4,825,000	\$5,060,289	20
2017	94	\$25,000,000	\$2,038,000	\$3,881,000	\$4,732,844	14
2016	100	\$16,500,000	\$1,801,000	\$3,800,000	\$4,381,407	22
2015	95	\$25,000,000	\$1,650,000	\$3,625,000	\$4,382,057	14
2014	96	\$10,180,000	\$2,000,000	\$3,200,000	\$3,689,220	17
2013	114	\$7,950,000*	\$1,250,000	\$2,796,500	\$3,069,500	26

* Actual prices for 2 sales in excess of \$9 million were not disclosed. Data is based on sales reported to the Multiple Listing Service and does not include any off-market sales.

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DAVID TROYER

**#1 TEAM LOS ALTOS/
LOS ALTOS HILLS, 2024**

\$4.4B+ IN SALES

Your home is where our heart is



2025 LOS ALTOS HILLS 1ST QUARTER REVIEW

Record-High Prices

64% Sold Over List Price

Homes Sold Very Quickly

More Los Altos Hills home sellers choose David Troyer. Here's why:

- A single agent simply cannot provide the level of service that The Troyer Group does – you need a specialist to assist with every step of the home sale process
- Value added services like staging, property inspection, home inspection, and pest inspection are all paid for by David Troyer
- Detailed and budget conscious home preparation is entirely managed by in-house Project Managers (page after page of Troyer Transformations at davidtroyer.com speak for themselves)
- The most extensive and expensive (paid for by David Troyer) marketing program in the industry with a full-time Marketing Manager and professional advertising agency on retainer
- Full-time, on staff, local employees assist David every step of the sale, freeing up David's time to spend directly with clients
- For 29 years, David has specialized in Los Altos/Los Altos Hills home sales and for the past 26 years he has been the real estate agent of choice
- And the #1 reason home sellers choose David... because no one has sold more Los Altos/Los Altos Hills homes than David Troyer

Selling a home can be stressful.

Be sure to contact David Troyer.

You have nothing to lose.

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